

5K a Week; No Experience Necessary?



Sales occupations can be lucrative but due to the ever-changing nature of most economies they are subject to volatility. Compensation for sales jobs normally involves some type of commission. Some sales jobs are exclusively commission-based, which has its merits. It can be good for a company to pay only commission because they are not spending money on poor sales performers. It can also be good for employees because they are paid solely on performance. As with all commissioned occupations there is a more direct link between performance and compensation. An employee could reap the same benefits in a commissioned occupation with base pay. So, in a sense, commission-only pay is generally good for the business and bad for the employee if they are risk averse.

In general, people who are in sales occupations are persuasive and goal-oriented people. They should have excellent communication and interpersonal skills. Because it may often take many months to complete a sale, the occupation requires perseverance and determination. Wholesale sales occupations are differentiated by whether or not the products are technical/scientific products. There are an estimated 21,000 wholesale sales representatives in Utah and of those there are approximately 5,300 technical sales representatives. Individuals in this occupation sell technical or scientific products to other businesses. Technical sales representatives are the sales representative par excellence.

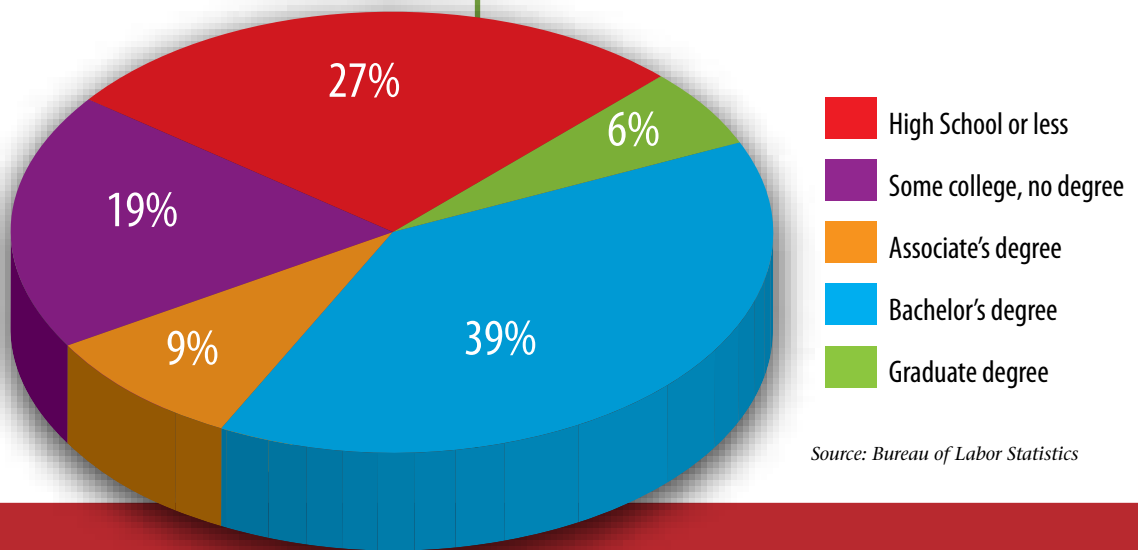
For all wholesale sales representatives, approximately 53 percent have a post-secondary degree. The Standard Occupational Classification system defines a technical sales representative, in part, as requiring at least two years of post-secondary education but in the job market four or more years of post-secondary education is often required. The occupation is highly specialized and requires

a substantial amount of knowledge related to the product being sold. Technical sales representatives generally have a background in the field of products in which they are selling.

The sale of products or services is a pivotal aspect of the function of business and compensation is generally commensurate with this fact. Technical sales representatives earn a median wage of \$30.00 per hour in Utah. This high wage coupled with an annual growth rate of 3.4 percent has led the Utah Department of Workforce Services to rate technical sales representatives a five-star occupation. This occupation is a good opportunity but job seekers should be cautious with commission-only pay rates. ⓘ

For more information about this and other occupations please visit our web site at <http://jobs.utah.gov/jsp/wi/utalmis/gotoOccinfo.do>

Educational Attainment of All Wholesale Sales Representatives



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